

Cruisin' WORLD

Germany
Mexico
England
France
Italy
Japan
China
Egypt

• Link up to 4 games!
• Two Models
 -Standard sit-down unit with 25" monitor
 -Deluxe unit with 33" monitor
• Improved Hardware
 -more detailed resolution
 -more responsive
• 12 Countries

MIDWAY
Games Inc.

TIME OUT

JUNE 1997



This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.



Coin Cascade Ltd.,
5 Vulcan Place,
Christchurch,
Ph 338 1411,
Fax 338 1410

GET ON THE CUTTING EDGE WITH...

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

MACE

The Dark Age

Presenting the wildest 3D fighting game ever. Each bad-ass character is fully equipped with a cool weapon, a unique style, and a desire to inflict serious pain.



- ◆ Astonishing 3D graphics with a deep, dark edge
- ◆ Ten player-selectable characters, two amazing bosses, and five hidden characters
- ◆ Tons of tasty combos and reversals with basic three-button controls
- ◆ Complete 3D character movement
- ◆ Interactive multi-level arenas with deadly boundaries

Dimensions

Height: 80" (203 cm)

Width: 28" (71 cm)

Depth: 40" (102 cm)

Weight: 500 pounds (225 kg)

Atari Games Corp.
675 Sycamore Drive
Milpitas, CA 95035
Tel: 408/434-3700
Fax: 408/434-3776

**WIELD THE
POWER OF MACE!**

TM & © 1997 Atari Games Corporation. All rights reserved.

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**NEO
50**



This highly-profitable 50-inch screen MVS is making its debut as the new standard on the amusement scene!

With "NEO 50 II" featuring the big screen monitor that can switch between 2 frequencies automatically, you are able to enjoy two different frequencies of games.

WORLD JOURNAL

MAY 1-3

World of Entertainment '97

Prumyslový Palac, Prague,
Czech Republic
Contact: Svet Zabavy Ostrovni
Tel: +420 2-2491 1681
Tel: +420-2-2491 4249

MAY 29-JUNE 1

Entertainment Exhibition

Hall Skonto, Riga, Latvia
Contact: Prima Scant Riga
Tel: +371-702 0915/16
Fax: +371-702 0922

JUNE 17-22

AIFAD Expo Diversiones 1997

Expo-Guadalajara Convention
Centre, Guadalajara, Mexico
Contact: AIAPA
Tel: +52-3 614 3015
Fax: +52-3 615 1483

JUNE 18-19

Gaming for Africa Expo

Gallagher Estates,
Johannesburg, South Africa
Contact: Andre Gouws
Tel: +27-11 704 3147
Fax: +27-11 704 1616

JUNE 24-26

TILE '97

Palais des Congress,
Strasbourg, France
Contact: Lark Harrison
Tel: +44-1985 846181
Fax: +44-1985 846163

AUGUST 24-26

Australian Gaming Expo '97

Convention & Exhibition Centre,
Darling Harbour, Australia
Contact: Exhibition Manager
Tel: +61-3 9646 4044
Fax: +61-1 9646 1828

AUGUST 27-29

**Asian Amusement & International
Theme Parks Expo '97**

World Trade Centre, Singapore
Contact: AIC Exhibitions
Tel: +65-222 8550
Fax: +65-224 6328

September 18-21

JAMMA

International Exhibition Centre,
Tokyo, Japan
Contact: JAMMA
Tel: +81-3 3438 2363
Fax: +81-3 5472 7115

SEPTEMBER 23-26

Fun Expo

Sands Expo Centre, Las Vegas,
Contact: Bailey Beeken
Tel: +1-914 993 9200
Fax: +1-914 993 9210

SEPTEMBER 25-29

China Amusement Expo

Beijing Exhibition Centre,
Contact: Business & Ind'l Fairs
Tel: +852-2865 2633
Fax: +852-2866 1770/2076

SEPT 30-OCT 2

ILIW

NEC, Birmingham, UK
Contact: Ind'l Exhibitions
Tel: +44-1932 564455
Fax: +44-1932 560009

OCTOBER 1-3

FER-Interazar

Parque Ferial Juan Carlos 1,
Madrid, Spain
Contact: Interlalia SA
Tel: +34-3416 1466
Fax: +34-3415 0095

OCTOBER 14-16

1997 World Gaming Congress

Vegas Convention Centre,
Las Vegas, USA
Contact: Gaming & Wagering
Business
Tel: +1-212 594 4120
Fax: +1-212 714 0514

OCTOBER 16-19

Enada 1997

Rome Fair, 7 Georgofili Street,
Contact: SAPAR
Tel: +39-6 88 473217
Fax: +39-6 440 2718

OCTOBER 23-25

Amusement Park China '97

China World Trade Centre
Beijing, China
Contact: Reed Exhibition
Companies
Tel/Fax: +86-10 6501 4589

OCTOBER 23-25

AMOA Expo 97

Georgia World Congress
Centre, Atlanta, USA
Contact: Fred Newton, AMOA
Tel: +1-312 245 1021
Fax: +1-312 321 6869

NOVEMBER 14-16

Asia Amusement Machine Show

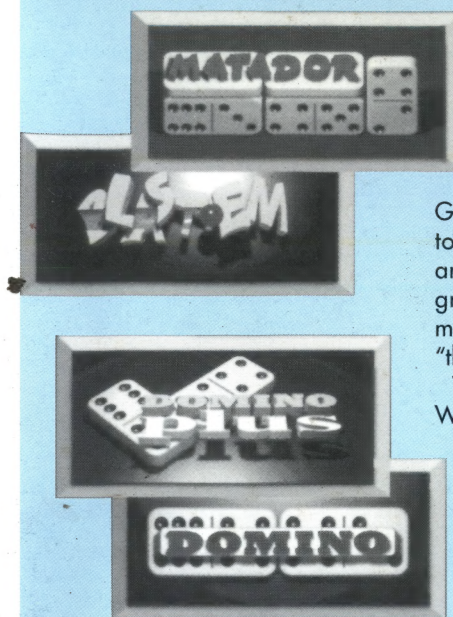
Singapore Convention Centre,
Singapore
Contact: JAMMA
Tel: +81-3 3438 2363

NOVEMBER 19-22

IAAPA

Orlando Convention Centre
Florida, USA
Contact: Joe Rubel
Tel: +1-703 836 4800
Fax: +1-703 836 4801

TOUCHMASTER COUNTERTOPS



THEY are sweeping through the U.S., France, Germany, and Frankfurt. According to all the talk they are making a major impact on Greece. Countertop touchscreen games are arriving in Europe with great profusion and in many markets are clearly "the new thing".

Touchmaster from Williams, (better known for Pinball and Dedicated video games), is proving popular worldwide and have now been released into New Zealand. Players actually "touch the screen" to play the games. Released with 13

games, such as Hot Hoops (a basketball shootings game),

Ripley's Believe It or Not (trivia game), Words (a Hang man style game) amongst a collection of other great games Touchmaster is addictive new technology.

The ROM technology used allows the games to be updated cheap and efficiently via a new ROM to give the operator and players a variety of games to choose from.

Touchmaster has a lot of possibilities through out the country in a variety of industries cafes, coffee shops, and Hotels are amongst a few.

Currently only available in the countertop format plans are underway for the machines to be stand-alone in the near future. Touchmasters in New Zealand are available exclusively through Coin Cascade. For more information contact any of our agents.

SPEEDY AIR HOCKEY TABLES

AIR hockey has proved popular throughout the country in FEC's, bars and sport clubs and the craze is still popular. A new release from Galando, of Italy, the Speedy Air Hockey table is recognised to be the best table available.

These high quality tables have greater air flow to make the game faster and more enjoyable. Features of this new exciting table include angled corners, exciting sounds, redesigned puck and bats are all aimed at making the game more exciting and enjoyable for

consumers.

For the operators the play field has been made of wear resistant plastic to ensure the longevity of the game.





"Color pictures...big deal!" "Just one frame? How boring!" SNK does away with customer grumblings in a flash!

NEOPRINT!
Here comes Packed with functions to put a smile on everyone's face!

For Real Photo Fun,
NEOPRINT Is Fantastic!

Multiframe Function

Choose 1 of 12 types of basic frame styles.
And when you take your picture,

4 types of arranged frames are printed simultaneously!

Color Select Function

Choose 3 color variations! In additions to color,
select dramatic black and white or elegant sepia prints!

High-Speed Printing Function

A built-in, high-speed printer dramatically reduces developing time.
This means less waiting for more customers and profits!

Auckland/Northland: Bevan Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250

Central: Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Fax 07 346-3784

Lower N/I: Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657

Ken Thompson Ph 04 389-3919 Mobile 021 663-654 Fax 04 389-3657

South Island: Garth Ennor Ph 03 338-1411 Mobile 025 221-8694 Fax 03 338-1410

The Future is Now
SNK

This product is
marketed in NZ
under an exclusive
distribution licence
held by Coin
Cascade Ltd.



HOT SPECIALS

WINNING
RUN
\$3800



RAD
MOBILE
\$7,200



"ASK ABOUT OUR FINANCE OPTIONS"
CALL TOLL FREE 0800 TIMEOUT (846 3688)

Auckland/Northland: Bevan Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250

Central: Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Fax 07 346-3784

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TIME OUT

HOT SPECIALS

NEO GEO 2 CARTRIDGES



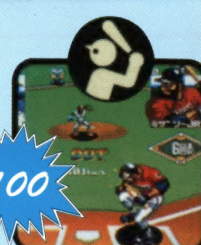
FATAL FURY 3
©SNK 1995



WORLD HEROES PERFECT
©SNK/ADK 1995



KING OF FIGHTERS '94
©SNK 1994



BASEBALL STARS 2
©SNK 1992



KABUKI KLASH
©1995 HUDSON SOFT



ART OF FIGHTING 2
©SNK 1994



STREET HOOP
©1994 DATA EAST



PUZZLE BOBBLE
©TAITO 1994



DOUBLE DRAGON
©1995 TECHNOS



SAMURAI SHODOWN 2
©SNK 1994



FATAL FURY SPECIAL
©SNK 1993



SUPER SIDEKICKS 2
©SNK 1994

NEO GEO
1 SLOT
\$595



TIME OUT



SAN FRANCISCO RUSH

EXTREME RACING

Get Your FIX!!

...with San Francisco RUSH
The most realistic racing game ever!



Choose from up to eight exciting cars to race up and down and all around the world famous sights and sounds of San Francisco. Each of the cars offer different levels of realism and the outrageous jumps, crashes, and multitude of short cuts will have your customers playing again and again....

Linkable for up to 8-players, San Francisco RUSH is an ideal attraction for any location. Crafted to earn for years to come, it will be one of the best investments you will ever make.

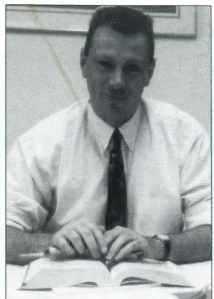
Take a ride, Get a RUSH!!
San Francisco RUSH.

Twin Sit-down with banner
Height: 88.5 in. (225 cm)
Width: 64.5 in. (164 cm)
Depth: 65 in. (165.5 cm)
Weight: 1232 lbs (560 kg)



This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

MEET THE STAFF



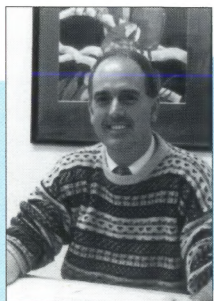
Nigel Wooding

Position Finance Manager

Duties The Management/development of the Finance Team for the Coin Cascade Group

Interests and Hobbies Spending time with my family. Coaching junior soccer (I have been coaching my son's team for the last five years and I am very proud of their achievements).

Statement I have been managing the all new finance team for the last year, a year filled with challenges and changes. While the finance team has successfully implemented a number of improvements we know we must continue to improve to meet the challenges that await the Coin Cascade Group



Gary Stigley

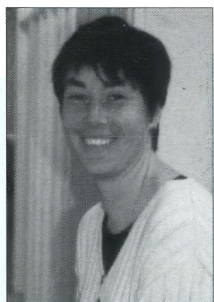
Position Financial Accountant

Duties I basically "crunch the numbers" on the centre profitability, and keep tabs on where all the company games are throughout the country

Interests and Hobbies Active member of Canterbury Jaycees (personal development, community projects, fund raising, social group). House renovations (moving house this week - looking forward to new projects). Interested in getting into the Internet (Its potential impact on our daily lives is mind-boggling).

Statement

"If you do what you believe is right today, you should have no reason to regret it tomorrow".



Adrienne Jones

Position

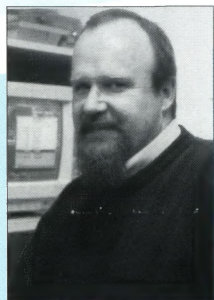
Assistant Accountant

Duties

Stock Control (stock is everything). Purchase of games and parts from overseas. Costings.

Interests and hobbies Coaching Netball. Running (except for in the winter). Varsity study. My son, Timothy. Socialising

Statement I've now been here a year, and it's been a very interesting year. Hopefully next year will be even better. (By the way, I don't think I'll ever get to be an accountant... I don't have that type of personality!!!)



Neil Langdon

Position Payroll/Creditors Supervisor

Duties All aspects of Payroll and Creditors duties. Processing Debtors and Repair Invoices, monitoring vehicle repairs and maintenance. Fire & Safety Officer. - G.D.B.

Interests and Hobbies Computer Graphics & Design, Surfing the Net, Running and operating a Gaming Machine Charitable Trust.

Statement I started with Coin Cascade in September 1994, in the Production Dept with John Aston. I really liked working in production but when the position of Payroll/Creditors Supervisor became available I decided to apply for the job. As I ran and operated a successful Appliance Servicing Business for 13 years, I liked the idea of working back in an office environment. And with working in production for 18 months I had a working knowledge of the production parts and materials within the company. Working with the Accounting Team is fun and enjoyable. I like a Challenge, which there are many of those to contend with in my job.

I have seen the company grow tremendously over the years I have worked here and hope to enjoy many more years of future growth to come.

PCBS FOR SALE

19XX (B)	\$500
Armoured Warriors (B)	\$250
Dark Stalkers (B)	\$150
Gunbird	\$400
Jackie Chan PCB	\$450
Karate Tournament	\$250
Lethal Enforcer Kit	\$1,000
Lord of the Gun	\$500
Major Title	\$450
Mortal Kombat	\$600
Mortal Kombat 2	\$900
Ultimate Mortal Kombat 3	\$1,650
NBA Jam TE	\$1,000
Street Fighter 2- CE	\$250
Street Fighter 2 - Hyper Fight	\$250
Street Fighter 2 - Turbo (B)	\$300
Street Fighter Alpha (B)	\$700
Street Fighter Alpha 2 (B)	\$1,250
Tekken	\$1,250
Tekken 2	\$1,750
Toshinden 2 (Battle Arena 2)	\$750.00
Virtua Fighter 2 26" Dedicated	\$8,000.00
X - Men (B)	\$650.00
X - Men vs Street Fighter (B)	\$1,695.00

DEDICATED

Air Hockey DeLux Table	
Formica Topped	\$4,750
Cruisin' USA 26" Twin Sit Down	\$16,500
Cyber Sled 26" Twin Sit Down	\$6,000
Exhaust Note 26" Twin Sit Down	\$6,000
Grand Prix Star 26" Twin Sit Down	\$6,000
Dedicated 25" Lethal Enforcer Cabinet	\$3,750
Rave Racer - Ridge Racer 3 - Twin33	\$22,500
Revolution X 25" Dedicated Cabinet	\$5,990
Sega Rally 26' & 29" Twins complete	\$32,500
Stadium Cross 26" Twin	\$8,500
Virtua Racer 26" Twin Sit Down	\$9,000
Winning Run DeLux Mover	\$4,000

PH BEVAN 09 525 0200 OR 021 622 319

PCB'S FOR SALE

Final Fight	\$145
P-47	\$140
Combatribes	\$60
Exciting Soccer	\$50
Streetsmart	\$50
Kageki	\$50
Ropeman	\$50
TMNT 2 player	\$150
Chopper 1	\$80

Slapfight	\$75
Wrestlefest	\$100
Slam Masters	\$100
Juju	\$75
Knuckles Joe	\$75
Omega Fighter	\$80
Kiki Kajiki	\$50
Donkey Kong Jnr	\$200
DD Crew	\$90
3 Wonders	\$195
Captain America	\$95

PCBS FOR SALE

SF Hyper	\$280
Ghosts n' Ghouls	\$150
Mortal Kombat 1	\$390
Mortal Kombat 2	\$590
Tekken	\$1,100

PINBALLS FOR SALE

Twilight Zone	\$3,500
Getaway	\$1,900
Addams Family	\$2,900

PH MARK 04 567 8757

FOR SALE

1xStilltester good condition	\$1500
6' Slate top pool table good condition	\$1200

PH DAN 03 528 9790

DEDICATED FOR SALE

Air Hockey - Gamemasters Ultimate	\$4,500
Cruisin' USA DX	\$23,000
Cyber Cycles Twin	\$25,000
Cyber Cycles 50" Twin	\$48,000
Gun Fighters 26"	\$4,200
Killer Instinct 26"	\$4,800
Killer Instinct 2 25"	\$6,500
Laser Kits Mad Dog 2 ... etc	\$1,000
Lethal Enforcer Kit	\$800
Mortal Kombat 3 Ultimate 26"	\$3,500
NBA Jam Tournament 26"	\$3,500
Projector 50" Big Screen & Console	\$8,000
Revolution X	\$6,500
Rabbit Racer	\$8,500
T-Mec Twin	\$13,500
2x Underfire 2 player	\$3,600
Virtua Cop 1 40"	\$11,500
Virtua Fighter 2	\$7,000
Vidikron Wall Project 33" - 120"	\$6,000

PH MAARTEN OR ALEX 09 524 5773

CLASSIFIEDS

FOR SALE

Amusement Machines. Quality Sited	\$4,000
Virtua Fighter	\$2,500
Neo Geo 6 Slot	\$4,000
Caloinets from	\$1,400
PH MICHAEL 09 524 2639	

FOR SALE

Mortal Kombat 2	\$350.00
Tekken 1	\$500.00
Urgent Sale - Any reasonable offer considered	
PH MIKE 025 276 5877	

FOR SALE

Final Lap 3 Twin 26" Sitdown with NRI Electronic Coin Acceptors.	\$5 500
PH LES 025 763 660 OR 09 416 5653	

FOR SALE

Neo Geo Goal Goal Cartridge	\$75.00
26" Dedicated Killer Instinct 1	\$4 250.00
Suzuka 8 Hours 2 26" Twin	\$9 000.00
4 of Reilly Pool Tables only	
5 months old with \$1 coin mechs	\$3 750
PH MATTHEW 09 377 5388 OR 025 759 059	

FOR SALE

T Mek	\$9,000
Suzuka 8 Hours 2	\$6,500
PH JAN 06 863 1404 OR 025 410 532	

FOR SALE

Cruisin" USA Twin - excellent condition	\$15,000
PH HELEN 025 511 507 OR PETER 04 299 3235	

PINBALLS FOR SALE

Addams Family	\$2,400
Star Trek TNG	\$2,700
Theatre of Magic	\$5,000
Twilight Zone	\$1,700

OTHER MACHINES

Outrun upright - Mars mech	\$800
Pole Position Cock-Pit	\$450
20" cabs Chaston or Taito	\$300
Numerous logic boards	\$50
PH 04 528 8891	

DEDICATEDS FOR SALE

After Burner 2 Upright	\$1,200
Coco the Clown	\$4,500
Hit the Ice 4p	\$1,000
Lethal Enforcer	\$800
Line of Fire	\$1,900
Lord of Gun Kit	\$750
Mobil Gundam Gun Kit	\$750
Operation Thunderbolt	\$800
Rad Rally Twin	\$7,000
SCI Dedicated Upright	\$1,500
SST Air Hockey	\$2,300
Space Gun	\$2,100
T2 Gun	\$2,200
Virtua Fighter 2	\$7,000
Virtua Fighter	\$3,500
Virtua Racer Twin	\$12,000

PCB'S FOR SALE

Air Dual	\$200
Arabian Majic	\$300
Captain America	\$300
Columns	\$150
Dynamite Dux	\$100
Golden Axe 2	\$350
Grand Striker	\$400
High Impact	\$250
In the Hunt	\$200
Macross	\$200
Major Title 2	\$400
Mortal Kombat	\$350
NBA Jam	\$500
Rampart	\$200
SF2 Hyper	\$550
Shogun Warriors	\$200
Silent Dragon	\$200
Sunset Riders	\$500
Super Volleyball	\$100
T.M.N.T 4 player	\$100
Twin Cobra	\$150
UN Squadrin	\$200
Varth	\$300
Vendetta	\$250
Wrestlefest	\$200
Xerexx	\$200
X-Men	\$500

PH KEN OR MIKE 04 389 3919



CONFERENCE WELCOMES HARRAH'S SKY CITY

MORE than four million visitors have poured through the doors of Sky City, New Zealand's largest entertainment venue, since it opened to the public in February last year.

The award-winning complex offers customers a wide range of entertainment options including the Harrah's casino. 700-seat Sky Theatre, Sky City Hotel and Conference Centre, restaurants and bars. Sky Tower, the crowning glory, is due to open mid-way through this year. InterCity buses now arrive and depart from the major Auckland terminal located

on one side of the Sky City complex and underground carparking accommodates nearly 2000 vehicles.

Harrah's Club is the latest addition to the Sky City complex. Situated one level above the main gaming room floor. Harrah's Club can accommodate up to 500 guests and gaming limits to suit all levels of play. A high standard of dress is required for Harrah's Club customers which includes the wearing of a jacket and tie for men and business attire or evening wear for the women.

TAKEAWAYS TAKE OFF



FINDINGS by the forecasting company BIS Shrapnel, that the New Zealand foodservice market is expected to grow rapidly, is backed up by the continual expansion of fast food giants, McDonald's and Burger King.

Three years ago Burger King opened its first New Zealand outlet, in Newmarket. Now the chain has 25 stores and, according to director of marketing, Graeme Plum, by Christmas there will be 40 Burger Kings in New Zealand.

"It is a very aggressive expansion and we will continue with this sort of development for some years yet," says Plum. "We are not represented north of Auckland, on the whole of the East Coast (one outlet is due to open in Gisborne soon) or in the South Island. We get enquiries all the time from all over the country, from councils and developers.

There is also the employment aspect. In some smaller towns we would be one of the bigger employers."

By the end of the year McDonald's

is planning to have in excess of 15 new outlets, some of which will be Georgie Pie conversions, to add to its current 125 restaurants in New Zealand.

Glenn Corbett, McDonald's director of communications and marketing, believes the fast food market will continue to grow because of changing consumer lifestyles. However, he forecasts that the rate of growth will be moderated by the economic climate, influenced by tax cuts, inflation rates and resulting interest rates, and general levels of confidence.

"We would see it growing at a modest but steady, rather than dramatic, rate," he tempers. "Having said that, I guess I'm talking growth over the medium term. The market has shown some contraction, there will be swings and roundabouts."

"We are going through interesting times - the dynamics are changing and it's not that easy," concedes Graeme Plum.

Nevertheless, compared with overseas Plum says the New Zealand market has a dramatic under representation of branded fast food options. "There is an upsurge now, particularly in Auckland, but the branded fast food industry hasn't even reached a lot of New Zealand yet.



AUCKLAND NEWS

THE Harrahs Sky Tower is now complete. New Zealanders both in Auckland and south of the Bombays eagerly await the chance to see first hand the 6th tallest Tower in the world.

Did you hear about the Pinball operator who was called to one of his sites to find the place vandalised - the 4 Poker Machines in pieces on the floor; the Change Machine gutted; the Pool Table emptied of change; and the Pinball as he had left it the week before. Thankful that his machine had been spared the vicious onslaught, the Operator took the opportunity to check the money in the Cashbox to find a whole \$6 there. The Police are now looking for suspects with Coin-Op connections - only an operator would know not to bother breaking into a Pinball!!!

TIMEOut Leisure has opened a new centre at the **MERCER COUNTRY STOP**.

(Yes us Aucklander's do admit there is life south of the Bombays) The Mercer Country Stop is a new concept to meet the needs of the weary traveller. With today's extra volume and holdups in traffic (that's because more people want to come to Auckland) The Stop is designed to feed, fuel and entertain. The Stop includes a gas station, McDonalds, Stockmans, Pokeno Bacon and of course our TimeOut Centre. It also has the first Mr Whippy Ice Cream Stand that isn't driving around the streets in a truck. Their fitout has been based on the movie with the guy who has the Chocolate Factory. It is very creative and interesting and the ice cream tastes good as well.

If you guys want to read something interesting in this section of the Mag then you will have to ring and tell us about it. Look forward to hearing from you all... TimeOut, Auckland.

NEW PLYMOUTH NEWS

SITE manager for the New Plymouth area, Bill Ollington received a phone call from the staff at the cinema asking him urgently to come in. At the cinema, a patron had placed a pet mouse within the table Soccer game. Staff had seen

this and called the police, who had in turn called the SPCA. After removing the mouse from the game, who was obviously shaken and bruised it was taken by the SPCA staff. The patron has since had charges laid against him.

HAMILTON NEWS

THE Pinball Company van driven by John Wheaton has clocked up an incredible 300,000 kms. Nothing major

has been done to engine or body. Go Jap Imports...

"ASK ABOUT OUR FINANCE OPTIONS"
CALL TOLL FREE 0800 TIMEOUT (846 3688)

Auckland/Northland: Bevan Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250
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TECHNICAL UPDATE

GENERAL ILLUMINATION MODIFICATION

PROBLEM

Take a look at your newer Bally/Williams pinball driver boards and you will see significant heat damage from the general illumination voltage dropping diodes.

The circuit boards will look brown and charred after only a few months of operation.

GAME ID

Common games effected are

Congo, Attack from Mars, Tales of the Arabian Knights and Scared Stiff.

CAUSE

The driver boards use 8 rectifiers (D25-32) to drop some of the GI strings brightness and they run too hot. I assume the original intent was a simple method of dropping the backbox brightness.

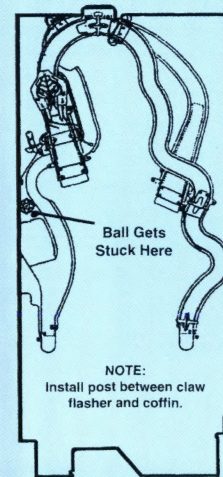
SOLUTION

The easiest way to correct this problem is to remove Diodes D25 through D32 and replace them with a heavy gauge jumper wire.

Remove about half of the 555 lamps in the backbox to cut down on excess brightness, (This can cause annoying playfield glare.)

This modification is easy to do and will prevent future board surgery.

SCARED STIFF PLAYFIELD MODIFICATION



PROBLEM

When the ball was shot at the stationary frog targets. The ball would launch and land behind the coffin located middle left portion of the playfield beside the ramp

SOLUTION

Install a post between the coffin and the upright light. Drill a small hole in the plastic and secure a solid upright post with a rubber behind the coffin.

NOTE

Adjust post accordingly. You don't want the ball jumping

behind the post. Adjust so the ball will roll off post and fall back into play.

WORLD CUP SOCCER PINBALL

FAILURE of the World Cup Soccer Ball motor (Part # 14-7996.1) can usually be attributed to excessive wear of the pinion gear.

This pinion gear is kept on by 'tolerance' fit only but can be removed from the knurled shaft with adequate support and gentle persuasion.

A replacement pinion gear, (see below) is available from most hobby shops for @ \$10.00 and has proven most successful.



ROBINSON RACING
RFP-1012 48P PINION 12T



ROBINSON RACING
RRP-1212 48P T Gold Pin 12T

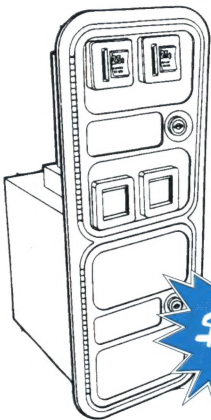
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COIN DOORS



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12-8 AMPS
-5 - .5 AMPS
-12 - .5 AMPS

\$55



GREEN/YELLOW
MCA JOYSTICKS

\$21

WICO JOYSTICKS - 2 FOR **\$10**

SEGA RALLY PLASTIC SIDES WITH DECALS -
IDEAL FOR TIDY UPS **\$230** EACH

MICROSWITCHES TO FIT HAPP REPLACEMENT GEARBOXES FOR
DAYTONA, SEGA RALLY, INDY 500, CRUISIN' WORLD & CRUISIN'
USA. PART NO. 95-4118-00 **\$3**

S6 COIN MECHS **\$210** EACH

BLUE 28 WAY EDGE
CONNECTORS **\$2** EACH

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TIME OUT



ROTORUA NEWS

WELCOME to Ted Lancaster into the Industry. Ted has recently purchased Leisure World which is one of Rotorua's prime Tourists and Local destination spots. There are some exciting plans for Leisure World and with Manager Malcom Ballard the park has a great

future.

CONGRATULATIONS to Fred and Ann Richmond on the sale of their games Arcade, New Image. They are unsure what to do now but will be missed from the industry.

TAURANGA NEWS

WIZARDS Tauranga will be relocating to Whakatane. Owner Ross Wilson, who lives in Whakatane feels that the

location he has chosen has better potential than in Tauranga. Best of Luck

WELLINGTON NEWS

JOE from Spacetec Coin recently took a holiday away from his busy technical life at Spacetec Coin after completing a busy schedule including opening and looking after the new Timeout Extreme in Wellington. He went up to Havelock North where his farmboy originates from and came back to work very rested and refreshed for the next six months of another busy schedule seeing him through to his next holiday. If Ken decides to let him go again!

Tony Myers the Timeout Area manager for Spacetec Coin also just returned from a short one weeks break that he had touring the North Island. This is the first break in three years (What a Man!). He told me that he quite enjoyed the games in Auckland especially San Francisco Rush which he said was quite different to any of the

drivers in his stores. Good to see that the Wellingtonians still want to visit Auckland at least ever now and then! I think the image of Wellington is certainly on the rise with the Wellington Hurricaines doing so well in 1997 they just missed out by about two passes against the Auckland Blues and held up well against a hot A.C.T. Brumbies team. A Wellington home semi final would have been great, but getting 40,000 people into Athletic Park for their last home game of the season was even better. I hope we get to see some Hurricaines coming into our arcade centres around Wellington as they once did when Jason O'Halloran & Tana Umunga use to play games at Timeout Lower Hutt. Let's also hope that the Hurricaines fans will find some time in their busy schedules to visit Wellington's amusement centres.

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TIME OUT



CHRISTCHURCH NEWS



MICHELLE Robb. Position Personal Assistant/ Office Manager.

Duties Day to day running of the Christchurch Front Office i.e. working with Coin Cascades most notorious duo (Luana and Kylie). Purchasing, stock taking and distribution of redemption stock. Checking wages and collection returns etc.

Interests and Hobbies Pensioner Pursuits is nothing that involves exerting too much energy. The week is busy enough! Gardening, Reading, Entertaining & R & R (Rest & Relaxation not Rock & roll - far too strenuous).

Statement Although I've only been with Coin Cascade for a short time. I am enjoying the opportunity to be part of such an exciting and progressive industry, and being in contact with clients and staff from all over NZ.

COIN Cascade and TimeOut recently donated a Judge Dredd Pinball to a Royal Foundation for the Blind Charity Auction and Ball.

A wide range of products and services were on offer to some 300 invited guests. Over \$42,000 was raised on the night which included an awesome \$5000 paid for the Pinball!

THE ski season which was predicted to be early won't be this year courtesy for 4 weeks of fine Canterbury weather.

CHRISTCHURCH Casino, New Zealand is pressing Minister of Internal Affairs for new legislation allowing it to legally ban problem gamblers.

The casino's chief executive Arthur Pitcher points out in a letter to the minister that, under current regulations, problem gambler's cannot be legally excluded, despite not being wanted by the casino. "The police have advised that they consider the Trespass Act to be inappropriate for use in respect of problem gamblers," he wrote, adding: Although we impose dress entry and general behaviour standards, we have to recognise the police legal opinion of the problem gambling issue. We are doing everything possible to protect at-risk customers, but the absence of any definitive law is proving to be very frustrating."

The casino is proposing a new regulation to be added to the Casino Control Act which would prohibit entry to anyone exhibiting problem gambling tendencies, or who fails to understand the potential for financial loss incurred from gaming activities at a casino.

SUPERMARKET NEWS

PROGRESSIVE Enterprises, the company which owns the Foodtown, Countdown and 3Guys supermarkets year rebranding programme. The exercise will see the demise of the 3 Guys name and the closure of up to 20 of Progressives 75 supermarkets.

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TECHNICAL UPDATE

POLICE TRAINER KITS

WE have received information from the manufacturers of the "Police Trainer" game for diagnosing and improving gun accuracy during game play.

The information is attached for your reference.

There is a Factory Test Screen described in the manual that is helpful in diagnosing and improving gun accuracy problems. To enter this screen do the following:-

1. Turn OFF the games power.
2. Press and hold the Test button.
3. Turn ON the game
4. The screen should say "SOFTWARE REV 1.1" on top.

The left half of the screen will display the contents of the game ROM's being checksummed. Release the test button now.

5. When the ROM checksum calculations are finished, this screen will display a hit mark each time a gun is fired at the screen. This screen displays the hit location with no effect from the calibration.

From the Factory Test Screen, fire repeatedly at the screen. The jitter is the variability from shot to shot. A normal amount of jitter is approximately +/-2 lines vertically and +/-1.5 characters horizontally. In other words, if you shooting on the text "START2" so that it generally hits the centre of the "X", it should hit no further left than the left edge of the "T" and no further right than the right edge of "R". Also, every shot at the screen should be recognised and leave a hit mark. If the guns are

not accurate or do not leave a hit mark, modify the guns brightness and contrast until the guns work best.

A small percentage of guns have been reported to have extensive jitter. These shoot occasionally as much as 1/4 screen to the right or left of the firing spot. This is apparently caused by variability in components. We have only found one gun with this level of inaccuracy. This gun was cured by placing its R1 with 1k ohm resistor (originally it was a 69k ohm). Since we have only analysed a single gun, it is still too early to recommend a specific resistor value to change to, but we found that the lower the better, as long as its shot is consistently registered.

MOUSE ATTACK PAY OUT

WE have managed to modify the programme on the "Mouse Attack" game to bring down the pay percentage.

Specifically the programme has been changed to reduce the

ticket pay out by:

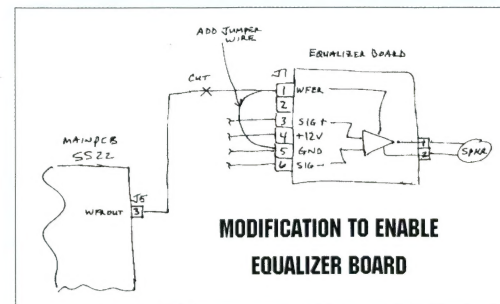
1. Removing the option of doubling the ticket pay out.
2. Reducing the number of cheese prices in each game.

We have successfully tested

this modification in Perth for a number of weeks and now with the pay out averaging around 30%.

Should you wish to update the software it will be supplied on request.

TOKYO WARS - SOUND PROBLEM



**MODIFICATION TO ENABLE
EQUALIZER BOARD**

NAMCO have advised that there is a modification to the "Tokyo Wars" Sound Equaliser PCB.

The problem appears to be that at different stages during the game the vibration in the seat cuts out.

Namco have advised that the following needs to be done to rectify the problem.

Add a jumper (per the drawing on J1, Pin 1 to Pin 5). This should take care of the problem that you are now experiencing.



Genuine 3D ... Without Glasses!

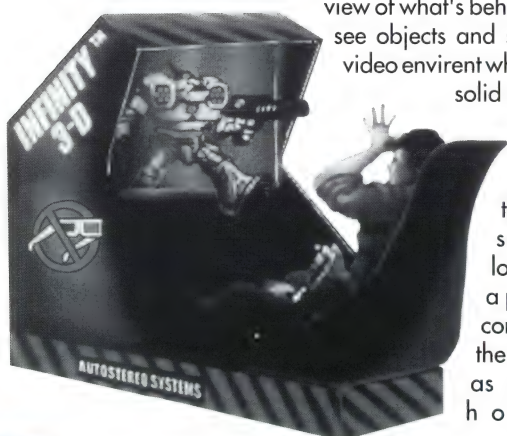
GET ready to be blown away. Starting at the end of 1998, you can look for the most advanced motion simulators, video games and LBE products to have amazing new 50" 3D monitors. In a technological breakthrough of eye-popping proportions, this new monitor will provide images of holographic impact without requiring players to use any special glasses or headgear.

We have seen video game and ride-type graphics, generated in real time, running on a 25" prototype monitor. The results are, without doubt, the most incredible and impressive computer graphic display we've ever experienced. You can move your head from side to side to get many different, lifelike angles of view on stationary objects ... and the changing perspectives blend smoothly as you move. You can even look "around" an object in the foreground, to get a better view of what's behind it. You can see objects and settings in the video environment which appear so solid and real, you could almost reach out and touch them. You can see solid-looking objects apparently coming "out" of the screen at you, as if they were hovering

somewhere between your face and the monitor.

The source of this "tomorrowland" product is Infinity Multimedia International, a new hi-tech entertainment marketing firm based in Southern California. Infinity has licensed this patented technology from its British creator, AutoStereo. In cooperation with these inventors, SoCal's defense electronics firm Litton Industries, and some European software developers, Infinity is now perfecting a 50" screen version and interface software for the amusement industry. And, respected industry veteran Tom Petit (co-founder and former president of Sega Enterprises USA) has come aboard as president of Infinity's commercial entertainment division.

"This is a true breakthrough display technology, with wide applications in arcades, homes and entertainment venues, and we intend to exploit all of them," Tom stated. "Our first priorities are located based video attractions and ride film products, followed closely by consumer home PC and home television receivers - wherever a true 3D display is required. Most important," added Tom, "this true 3D display technology is very different from the highly publicised '3D computer game and graphics board' products, which present 3D objects for viewing on current two-dimensional displays - not in a real 3D format. Consequently, we can now employ elements in arcade gameplay which have never been possible before."



BANKING NEWS

AUTOMATED walk-through kiosk-style bank branches are expected to open in NZ supermarkets and shopping malls before the end of the year. The kiosks will have a staff of one or two and will offer a full range of electronic banking services as well as sophisticated, multi-media

presentations. Video conferencing facilities will be available for customers to discuss matters such as loans, directly with specialised bank staff. The shift to kiosk banking is attributed to the banks' desire to provide retail banking services on a 24 hour, 7 day basis.

CREDIT CARD GROWTH

VISANZ reported that their 1.4 million credit card holders racked up \$3.6 billion in spending during 1996. This was an increase of 20% over 1995 and the level of transactions increased

by 12%.

Overall, NZ'ers have almost \$500 in credit card debt for every man, woman and child in the country.

CINEMA FIRMS JOIN FORCES

SYDNEY - Ousted cinema operator Force Corporation has teamed up with Australian entertainment group Cinema Plus to establish an IMAX complex in Auckland.

Cinema Plus' managing director, Brian Hall, yesterday said the 400 seat cinema would be part of a (\$NZ76 million) retail and entertainment complex known as the Civic Entertainment Centre.

The centre, expected to be open in December 1998, is being developed by Force which will lease it to Cinema Plus.

Force announced a conditional \$NZ8 million purchase of land and buildings

adjoining the Civic Theatre, but declined to detail its plans for the area.

According to Cinema Plus, the Auckland complex will feature 14 cinemas, IMAX theatre, an international-theme restaurant, a tourist information facility, an interactive games centre, restaurants and entertainment-related attractions.

Cinema Plus listed on the Australian Stock Exchange on October 10 last year.

It has a 540-seat theatre operating at Darlington Harbour in Sydney and Mr Hall said a second IMAX theatre was expected to open in Melbourne by the end of this year.

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THE MEANEST* GAME IN THE WHOLE DARN TOWN

ONE ONLY
LEFT

Trink Yard

This product is marketed in NZ
under an exclusive distribution
licence held by Coin Cascade Ltd.

*Meanest doesn't really mean mean as in mean. It means mean as in cool, hip, awesome, the best, etc. The above photo is of a fictional character named Spike. Any resemblance to an actual mean pitbull dog is purely coincidental.



GTI CLUB

RALLY COTE D'AZUR

KONAMI introduces "BOMB TAG"

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Ltd.



LINKABLE
UP TO 4 UNITS

GTI CLUB
DELUXE OF
SINGLE



RACE THROUGH
INCREDIBLE
COTE D'AZUR



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ONLY AUTHENTIC NBA-LICENSED PINBALL!
Players take to the playfield with real NBA players from any of the 29 NBA teams.

NBA DOMINATES THE WORLD COURT!
The NBA logo is the most widely recognized of all American sports leagues, registering over 90% recognition in France, Italy and Spain*

INSIDE THIS ISSUE

- REAL NBA SCORING
- MILLION DOLLAR SHOT
- GET IN THE PAINT

Bally

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THEY SHOOT, YOU SCORE!
THE HOTTEST ROOKIE OF THE YEAR!

SPEEDY

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GAME REVIEW

DRIVER WATCH - JULY TO DECEMBER 1997



KONAMI, Jaleco and Sega have all announced plans to release new drivers later on this year. Jaleco have developed a new driver on the Sega CG2 system called "Over Rev" which depicts sports touring cars. Release is expected in the later half of the year.

Konami's new powerhouse hardware system "Cobra" (developed in conjunction with IBM and with 4 times the capacity of any other system currently on the market) will debut its first driver "Racing Jam" around August/September.

This game currently comprises three

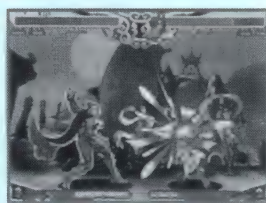
separate tracks with players starting on a obstacle type course, progressing on track 2 to a road racing course and ending up on track 3 in a night driving scene. A very exciting looking game with good depth on each course.

Sega have announced the release of their third new driver for 1997. "Le Mans 24" is expected to be in the market in July following hard on the heels of "Scud" and "Touring Car" which have both had limited production runs. The game depicts Le Mans type racing competition and continues with the trend of excellent graphics that Sega is renowned for.

VAMPIRE SAVIOUR

THE latest release from Capcom gives us a game with very similar characters to Dark Stalker. The similarity ends there as Capcom have used their new hardware system and produced brilliant graphics & very fluid motion.

The game was very well received by the Japanese at the



February show but Dark Stalkers was also a hit in this country.

In NZ test sites the game has started off quietly but has improved income each week and is certainly worth watching.

NO PAIN, NO GAIN FOR ATARI



ATARI has launched its latest beat-em-up in the form of Mace The Dark Age.

Atari bills it as "the wildest 3D fighting game ever. Each bad-ass character is fully equipped with a cool weapon, a unique style and a desire to inflict serious pain"

The game offers full 3D movement and players have a choice of ten characters including Taria, Namira, & Kovasha. There are also two bosses & five hidden characters.

The game uses a three-button control system, and bouts take place inside interactive multi-level arenas.



ARTS

UNITED STATES

DEDICATED

		LONGEVITY
1.	Midway Cruisin' World	120
2.	Atari San Francisco Rush	59
3.	Midway Cruisin' USA	1633
4.	Sega Daytona USA	1775
5.	Namco Alpine Surfer	115
6.	Namco Alpine Racer	803
7.	Namco Time Crisis	601
8.	Sega Gunblade NY	306
9.	Dynamo Solitaire Challenge	1215
10.	Konami Wave Shart	44

CONVERSION

1.	Atari Area 51	832
2.	Merit Megatouch IV	540
3.	Dynamo Tournament Solitaire	433
4.	Capcom X-Men vs SF	184
5.	Incred Tech. Golden Tee 3D Golf	744
6.	Sega Die Hard Arcade	230
7.	Williams Touchmaster	234
8.	SNK Metal Slug	380
9.	Merit Megatouch Tournament	167
10.	Merit Megatouch	753

PINBALLS

1.	Bally Scared Stiff	202
2.	Bally Attack from Mars	563
3.	Sega Twister	247
4.	Sega Space Jam	46
5.	Williams Arabian Nights	294



NEW ZEALAND

DEDICATED

1.	Atari San Francisco Rush
2.	Namco Tokyo Wars
3.	Konami GTI Club
4.	Williams Cruisin' World
5.	Sega Daytona
6.	Namco Alpine Racer 2
7.	Sega Sega Rally
8.	Konami Henry Explorers
9.	Sega Virtua Cop 2
10.	Sega Scud

CONVERSION

1.	Namco Tekken 3
2.	Capcom Street Fighter III
3.	Capcom X-Men vs SF
4.	Capcom Street Fighter Alpha 2
5.	Namco Tekken 2
6.	Sega Virtua Striker
7.	Sega Virtua Fighter III
8.	Williams Rampage World Tour
9.	Capcom Street Fighter Alpha
10.	Sega Die Hard Arcade

PINBALLS

1.	Williams NBA Fastbreak
2.	Williams Junkyard
3.	Bally Scared Stiff
4.	Williams Attack From Mars
5.	Williams Arabian Nights



AUSTRALIA

DEDICATED GAMES

1. Namco Tokyo Wars
2. Atari San Francisco Rush
3. Konami GTI Club
4. Namco Alpine Racer II
5. Atari Maximum Force
6. Sega Scud DX 50" Twin
7. Midway Cruisin' The World
8. Konami Winding Heat
9. Konami Crypt Killer
10. Gaelco Speed Up

CONVERSION GAMES

1. Namco Tekken 3
2. Midway Rampage World Tour
3. ICE Police Trainer
4. Capcom Street Fighter 3
5. Namco Point Blank
6. Capcom X-Men vs Street Fighter
7. Sega Virtua Fighter 3
8. Konami vs Net Soccer
9. Sega Virtua Striker
10. Midway Max Hang Time

PINBALLS

1. Bally NBA Today
2. Bally Scared Stiff
3. Williams Junkyard
4. Williams Arabian Knights
5. Bally Attack from Mars
6. Williams Johnny Mnemonic
7. Bally Theatre of Magic
8. Bally No Fear
9. Bally Safe Cracker
10. Williams Congo

REDEMPTION

1. LAI Turtle Merchandiser
2. Fun House Ticket Tac Toe
3. Jaleco Spider Stompin'
4. LAI Tickee Tickats
5. LAI Stadium Basketball

JAPAN

DEDICATED

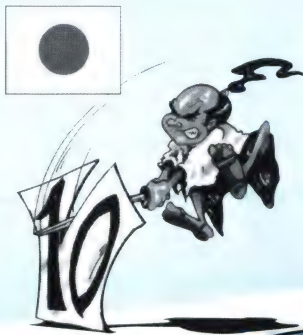
1. Taito Go By Train
2. Sega Scud Race
3. Namco Tokyo Wars
4. Konami GTi Club
5. Sega Virtua Fighter 3
6. Sega Magical Cyber Power
7. Namco Alpine Racer 2
8. Namco Alpine Surfer
9. Sega Ski Super G
10. Konami Quiz Doremifa Grand Prix 3

CONVERSION

1. Namco Tekken 3
2. Capcom Street Fighter 3
3. Banpresto Quiz Sailor Moon
4. Sega Virtua Striker
5. SNK Real Bout - Fatal Fury Special
6. Capcom Street Fighter EX
7. Tecmo Gallop Racer
8. Vid Sys. Mahjong Final Romance R
9. Namco Quiz My Angel
10. Sega Puyo Puyo 3

PINBALLS

1. Capcom Pinball Magic
2. Williams Arabian Nights
3. Williams Congo
4. Data East Jurassic Park
5. Sega Batman Forever

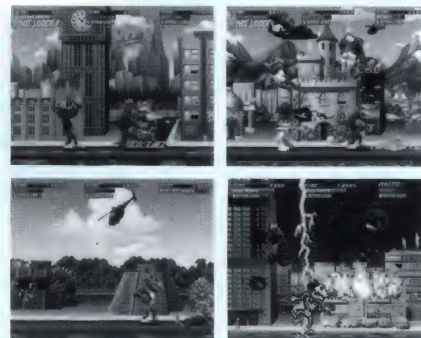


COME FLY WITH KONAMI

KONAMI has launched the first ever hang-gliding simulation game. Hangpilot. Featuring a unique dual monitor to show both forward and birdseye views, Hangpilot offers three different levels of difficulty - novice, expert and super expert. The game utilises a front bar. Pushed forward it slows you down and sends you higher. Pulling it back allows a player to dive and fly at greater speed. Steering is controlled by the foot pads. Hangpilot launches in Japan later this month, and in Europe in July.



RAMPAGE WORLD TOUR



WMS Industries have released Rampage, a remake of the mid 80's game. This game has universal appeal and comments from those who have played the game found it was still a heap of fun and who destroy anything on the screen including each other! Each new level is in a different city where all you have to do is destroy it. This type of game relies on something always happening whether it be Helicopters in the sky, dynamite on the ground or even flame throwers scorching you from above.

were quite happy to give the game a more in depth look.

You are one of three monsters,

All this action makes for a fun game.

This game has so far been doing well at our test locations and the popularity of this game should see it as a steady earner.

NBA FASTBREAK

THIS exciting Pinball from Williams is again the number one Pinball this month, at our test location averaging over \$275 00 per week during the past month.

Aimed at both pinball and basketball fans by concentrating on recreating all the excitement around Basketball there is a wider appeal than with other Pinballs.

MELTDOWN PLAN FOR 5 CENT COIN



THE Reserve Bank is considering removing the 5c coin from circulation and replacing the \$5 note with a coin within the next three years. The bank's currency department is also looking at trimming the size 20c and 50c coins, following overseas trends towards smaller coins and saving minting costs.

Currency department manager Brian Lang said the changes were planned over the medium term. They were "on the drawing board finally and may or may not happen - but probably will happen".

Though unlikely to occur at the same time the changes would be considered over the next three years. Reasons for abandoning the 5c coin were partly financial. At the present a 5c coin cost the bank 3 1/2 -4c to mint.

"There's not much in it. If it was costing us more than face value to mint, then you have a loss to the taxpayer."

"You'd have to think very seriously (about dropping the coin) at that point."

Swapping the \$5 note for a coin would also save money. A coin, though more expensive to mint, lasts 20 years. A note averages only 15 months.

The \$5 note in particular is given rough treatment by consumers. Half of all \$5 notes returned to the Reserve Bank are shredded and replaced.

Reducing the size of 20c and 50c coins is partly financial and also a desire for the coins to be more user-friendly.

A number of countries,

including Britain, has reduced the size of their bigger coins, Mr Lang said.

He said it may be best to reduce the 20c and 50c coins, and at the same time plan what a \$5 coin could look like, then remove the 5c coin and bring in a \$5 coin.

Any overhaul would be the first since a wave changes introduced between 1989 and 1993.

Changes to the currency are usually controversial. New banknotes introduced in 1992-3 were the first without the Queen's face on each note.

In 1990 the bank phased out 1c and 2c coins, and a year later introduced \$1 and \$2 coins.

Any move to axe the 5c coin would likely be opposed by retailers forced to round the price of low-cost items to the nearest 10c.

It would also come under scrutiny within by the Reserve Bank itself because of the possibility of rising inflation.

However, rising prices did not cause a problem when the 1c and 2c went as an equal number of retailers rounded up and rounded down to the nearest 5c, cancelling out an overall price rise.

Mr Lang said the bank did not receive many complaints about the size of 20c and 50c coins, but "just because people aren't jumping up and down about it, doesn't mean they're particularly happy."

"If we took people off the street and gave them a smaller 20c and 50c coin ... they're more likely to say 'I like the smaller coins'."

ACCOUNTANTS CORNER

STAFF RELATIONS

WHEN something goes wrong, do not automatically assume that your problem employee is the one at fault. Even your best and brightest

people will stuff up at time too. It's too easy to always pin the blame on a chronic troublemaker.

SOME WAYS TO DEAL ...

HERE'S how to deal with employees who are chronic problem-creators... Focus on what is actually going on...Not on excuses.

Get the perspective of each person involved...Try to obtain an accurate reading of what happened, and why it happened.

Put everything in writing for future reference...And to protect yourself.

Respond only to the present problem. Keep whatever happened in the past out of the equation. As well, Don't use a person's history as an excuse to make any punishment more severe. Here's why...

Such a response tends to breed an "I can't win" attitude, whether the person is in the wrong or not. (Source: Communication Briefings.)

TAXATION

ONE interesting suggestion has to do with equities as trading stock. Equities and other excepted financial arrangements that are trading stock will be valued at cost only-with appropriate anti-avoidance

measures.

The net effect will probably be an increase in the Government tax take.

Chartered accountants
Coopers & Lybrand

CHANGES COMING FOR TAX ...

GET out your submission pencil...You have until July 4 to make your submission on the proposed new tax rules for trading stock. Incentive: Some compliance costs are potentially high. Main features...

different lines with different methods.

The determination of market value will be prescribed.

You will no longer be able to use the obsolete stock and progressive write-down rules.

The definition of trading stock should be linked to a business undertaking and a purpose of sale. Exception: Livestock.

Rules will be extensively codified. You will be able to value trading stock only at the lower of cost or market selling value.

Manufactured trading stock will be valued in accordance with the present requirements, plus building occupancy costs, plus possibly a portion of administration overhead.

The use of the discounted selling price method will be formalised, but only

where it is normally used in the taxpayer's trade.



You will still be able to value

COURTESY THE MAIN REPORT

INTERNATIONAL NEWS

TALENT HUNT

FRANZ Beckenbauer is to offer his personal support to Talentsuche '97 for driving simulators. The organiser of the competition, Michael Kiemer, received this confirmation from "The Kaiser" himself at a Bundesliga fixture. "Mr. Beckenbauer was not in a particularly good mood during our discussions." (Bayern had just lost two championship matches in succession and Jurgen

Klinsmann had just announced that he was to change clubs), "but he still assured us of his support," reported Mr. Kiemer. In exchange for his patronage, Mr. Beckenbauer will receive all income from the final heats of the competitions for his foundation. In the meantime, the first of nine Opel Vectra Special Editions to be awarded at the competition, is now fully tuned and ready.

THOMSON STEPS UP! NEW WEB SITE!

THOMSON Entertainment has commissioned leading ride film maker, Rocket Films, to produce two new computer-generated simulator experiences for release later in the year. One of the titles, "Thunder Drive," will provide a high-performance driving experience in a futuristic "Bladerunner"-type scenario. The other concept is still being finalized. Thomson has currently two other Rocket Films experiences available on its simulators: the

acclaimed "Slot Car Boogie" and "Timegate to Egypt," which earned Rocket a Gold Leaf Award at the London Effects and Animation Festival. Thomson Training & Simulation, based in the UK, France and the USA, a 100% owned subsidiary of the French Thomson-CSF group. Thomson-CSF is an established world leader in advanced technology and electronic-based systems for the civil and military markets.

THE LBES ARE COMING

BIRDS do it, bees do it... Disney, Sega Gameworks and Dave & Buster's do it... let's do it... let's open an LBE (location based entertainment).

Spring is here and location based entertainment, or "cybermalls" are popping up all over. The first of a planned 100 Club Disney stores opened late February in an upscale Los Angeles suburb; the 24,000sq.ft. site is aimed at kiddies and parents (no unattended children allowed), and offers Disney proprietary games, birthday party facilities, supervised activities, food, merchandise etc. Disney also plans a second FEC-type chain, to be called Disney Quest, aimed at teens and grown-ups.

The first of a planned 100 Sega GameWorks sites opened on 15 March

in Seattle. The heavily themed site - larger than Disney's - contains 200 games run by credit cards, plus food and attractions aimed at upscale grown-ups. D. & B. opened store number 10 - a 60,000sq.ft. facility in Ontario Mills, California - in March, lighter on theming but heavy on a successful track record. D. & B. will open two more US stores and its first licensed site in the UK later this year.

Sources say that more LBE chains are coming: Sony, starting soon with a four-story flagship site in San Francisco; Ogden Corp. with sim-heavy, mall-based "wilderness experiences", and Brunswick Corp. which opened a huge 50s themed site in Alberta, Canada, with more rumoured to be on the way.

VIRTUAL REALITY CHARTED ITS LOWEST POINT IN THE MARKET WITH THE DEMISE OF VIRTUALITY

VIRTUAL INSANITY

W Industries entered the Virtual Reality Entertainment (VRE) market with high hopes only a few months after the first ever VR company launched. The man behind the company, Dr Jonathan Waldern, soon joined the likes of Clive Sinclair and Alan Sugar in the Tomorrow's World hall of fame.

Waldern wanted to capitalise on the popularity of technology popularised in such films as *The Lawn Mower Man*. The technology threw images onto LCD screens to create a 3D representation of a given environment. Though the concept worked on paper, the poor quality of computer graphics at the time, and limited experience with the technology, led to poor representations of sparse virtual environments.

The company's experts created the first Head Mounted Display (HMD) rugged enough to survive repeated use in the amusement sector, along with two game 'experiences'. Unhindered by criticism, W Industries launched its technology to the world.

The much-publicised launch at Alexandra Palace in north London allowed the company to break free of Wembley, which had initially supported the fledgling company. Soon afterwards, it changed its name and floated on the stock market as Virtuality.

Virtuality was one of the first UK concerns to coin the phrase Location Based Entertainment (LBE) and the business plan envisaged the creation of a group that would house multiple Virtuality VR platforms offering networked games. At the same time Virtuality

would sell its stand-alone platforms to the amusement sector, assuming arcades and leisure resorts would be eager customers.

Constantly sceptical to new technology, the industry viewed Virtuality's new toy with caution, unable to fathom how this machine would actually sustain interest.

The experience of operators was that the hardware was unreliable, thanks to the use of so much untested technology. Bad feeling was compounded by the lack of follow-on software and a disconcertingly high failure rate. In addition, many saw an arrogant sales force and unapproachable management as key reasons for Virtuality's demise.

The public were fascinated by the prospect of VR, but in truth, Virtuality's hardware was vastly expensive and the game software rudimentary. The price and game quality made it almost impossible for operators to recoup their initial outlay,

compared to the average 30 weeks required to cover the investment for a conventional dedicated game.

By 1993, hopes of operating a string of VR facilities in Nottingham and London had crumbled. The realisation that the company was failing to address the needs of operators as regards game content was apparent by its dwindling sales. Virtuality attempted to remedy this by employing industry experts as consultants, and then undertaking joint development projects with established coin-op companies. Both initiatives failed.

The core market, however, required a cheaper, less bulky system to attempt to attract players. More importantly, it needed a 'killer application' - a PONG or Space Invaders - that would make the system a must.

Agreement were reached with Sega to develop hardware, Taito to distribute in Japan and finally, in 1996, with Namco, to re-utilise original concepts. The success of these initiatives was also limited.

The final nail in the coffin was the fall of the share price from its peak of \$8 to \$1.40c.

The future of the company now looks certain to include the liquidation of remaining stock, asset stripping of key patents and game interest, with the possibility of a new operation growing from the US sales experience. An agreement with successful German operation CyberMind may still mean that small numbers of machines are manufactured in Europe. But it is unlikely that the image of VR entertainment will ever be the same again thanks to Virtuality's media-heavy presence.



PROJECTING A PROFESSIONAL IMAGE

THE image of your company and your staff can have a major impact on credibility and market appeal. People will absorb information about your company in many ways, according to Tricia Olsen, managing director of the Melbourne - based consultancy, Professional Impressions.

They will form impressions from your advertising and marketing efforts, the style and comfort of your premises, the attitude and behaviour of every staff member they encounter and the quality and packaging of your product.

First impressions, of course, are very important. Olsen recommends putting thought into making your premises attractive and functional for customers.

All staff even those who don't have direct contact with customers, need to be aware that they are ambassadors for their company. Olsen cites an example: "One bank has put a sign on the full-length mirror of the staff lift. It reads: This is how you appear to your customers. Do you make the grade?"

Handshakes are another way to create first impressions, according to Tricia Olsen. 'When people meet someone for the first time, it takes them 20 or 30 seconds to develop a first impression', she says. 'Appearance, body language, tone of voice and handshake all come into play.'

In business it is now customary for both women and men to shake hands. The best method, according to Olsen, is to step forward, offer a firm grip and

shake the other person's hand twice.

'But don't be fooled by handshakes', she says. 'A bone crusher may actually be quite an unconfident person and a limp handshake does not necessarily mean the person is disinterested.' Last impressions are as important



as first impressions in keeping up the image of your company. 'Last impressions are lasting impressions', Tricia Olsen believes. 'Customers always remember the last thing you said or did.'

Professional closings can be very powerful. She cites the example of a shoe salesperson. The customer has fussed about and tried on six or seven pairs of shoes but decides he/she doesn't want any of them.

The salesperson may be feeling a bit hot under the collar, but in fact this client is still offering an opportunity. Why not close the situation calmly and professionally with a comment like: 'I'm sorry we

didn't have the shoes you wanted. But we're getting some new stock in next week. Here's my card. I'd be happy to help you again next week.'

The overall image of a company depends on the individual perceptions of both customers and employees.

They give an internal and external perspective. 'An interesting exercise is to carry out an image audit', says Olsen.

'By asking employees what perception they have of the company's image and then asking the same question of current and prospective customers, we frequently see a mismatch.

She says a company can influence the image it projects through a strategically planned programme.

For instance, it's all very well for marketing to advertise with customer friendly promises of excellence, speed and so on. But do the staff really understand what has been promised? After all it is they who must deliver on the promises. Therefore management must ensure that the company can deliver any promises made.

All staff, especially those in direct contact with customers, must have guidelines of what is expected of them. These are best conveyed whenever a new employee joins up.

Olsen believes that if detailed attention is given to the professional standards of a company and its staff, then the internal and external image of the company are likely to match.

INTERNATIONAL NEWS

REDEMPTION UNDER FIRE IN US

PROPOSALS for a new amusements law in the US could threaten redemption games, reports RePlay. The proposals are aimed at outlawing risk-reward and skill-stop video games that print out receipts.

It is thought that, if accepted they could pose a threat to many other categories of redemption machine. The law would also upgrade the crime of possession from a misdemeanor to a felony.

Attorney Tom Fricke commented: "The proposed standard requires 'substantial skill' which in

theory could apply to many currently accepted skill machines." Fricke added that serious jail terms could result from convictions.



LES VEGAS LUXURY

THE Las Vegas landscape will see a change in 1998 as luxury, upscale hotels continue to announce their entrance into the marketplace. Both the Four Seasons and the Ritz-Carlton chains have designed plans for luxury resort properties to open in 1998 and 1999.

The Four Seasons will be part of a complex on the site of the former Hacienda, which was razed last New Year's eve. In contrast, the Ritz will be built 20 minutes away in the mountainous hills of northwest Vegas. Bellagio, the Mirage Resorts project, will be a \$NZ1.8m project with rooms beginning at \$NZ375 a night.

FEC'S BOOMING IN SPAIN

FEC sites are booming in Spain with the New Park group, part of MGA, opening an additional eight new sites this spring.

The company, which already has a host of FECs across Spain and one international site in Andorra, plans to open the eight between mid-March and mid-May.

New Park is expanding rapidly in the FEC market and the company

says it has further plans to open another eight sites after summer. MGA's Conchi Colomera said: "We are also looking at the UK, Italian and German markets for our FECs. We have been looking but we have seen nothing like the sites we have got."

"When new shopping malls open, they want us to be there. They see the relationship between the FEC and other facilities such as cinemas and fast foods".

TAITO GOES IT ALONE

TAITO has followed Sega, Namco and Konami in the development of its own proprietary CG hardware system, capable of generating up to a million polygons per second.

The technology - "Taito Wolf" -

uses the Voodoo graphics chip from American company 3Dfx.

Taito has a fighting game and racing game in development for this platform though release dates are as yet unconfirmed.

INTERNATIONAL NEWS

NEW RETAIL DEVELOPMENT

A new retail development for Denver was announced this month. Called Denver Pavilions the centre will include: Niketown, Hard Rock Cafe, Virgin Megastore and a new themed restaurant concept. This is just one of a huge number of new retail projects in the US that have as much emphasis on entertainment as shopping.

In many of the older centres,

poorly performing department stores are being ripped out to install cinema multiplex facilities and theme parks. The traditional speciality store/department store mix is apparently not enough anymore to attract the ever more selective shoppers. Even the discount malls and outlet centres are having to start including entertainment attractions.

WAL-MART PLANS FEC CHAIN ...

WAL-Mart is teaming up with a national cinema chain, Carmike Cinemas, to open family entertainment centres called "The Hollywood Connection," bringing movies, restaurants, skating rinks and game rooms under one roof. They're starting this summer with a 69,000 sq. ft. site in a former Wal-Mart store in Goshen, Indiana. Two more should follow in the Midwest by next year, said Columbus, Ga.-based Carmike. If the partners like the results, They'll roll out Hollywood Connections nationwide. Our guess is many of these super-arcs could go into former Wal-

Marts, since the company is reportedly consolidating its retail chain at bit. An 18 year tradevet, Ted Parsons, has joined Carmike to head up the FEC project. Carmike will also open a 120,00 sq. ft. "Hollywood Connection" with no Wal-Mart affiliation on May 23 in Columbus... Dave & Buster's reported record profits and revenues for their fourth quarter ending Feb. 2, 1997. They netted \$2.1 million as opposed to \$1.3 million for the same quarter of fiscal '95... an increase of 62%. Gross pretax income was up 52% to \$3.5 million. Their next site (11th in the chain) opens this fall in Cincinnati.

STRONG RECOVERY FOR WMS

THE success of San Francisco Rush and Cruisin' World has helped WMS Games stage a strong financial recovery in its third quarter, reports RePlay.

Combined coin-op revenues for Midway and Atari Games grew 155 percent for the three months ending 31 March, 1997 compared to the same period last year.

A major contribution came from sales of 10,200 dedicated units and 2,500 kits worldwide of Cruisin' World and San Francisco Rush. The USA accounted for 65-75 percent of sales, with Europe responsible for a significant percentage of the remainder.

WMS chief executive Neil



Nicastro also noted signs of a strengthening in the demand for pinball worldwide. This follows the downsizing of WMS' pinball division last year.

TIME OUT

NEW YORK - NEW YORK



By Kenneth Joyce

THE New York (Slot) Exchange. The round-the-clock, satellite race and sports book.

The world of hospitality and gaming has an awe-inspiring new addition. New York-New York Hotel and Casino, erected for US\$460m, has come to the Las Vegas Strip.

It is located on the corner of the Strip at Tropicana Avenue, one of the busiest spots in Las Vegas. MGM Grand, the Tropicana, and the Excalibur occupy the other three corners and the area probably has more traffic per square foot than any other gaming crossroads in the world.

New York-New York celebrates the Big Apple. A joint venture of MGM Grand (upon whose 18 acres the property sits), and Primadonna Resorts (operator of Buffalo Bill's, Whiskey Pete's and the Primadonna in Primm, Nevada), New York-New York has the look,

feel and excitement of being in the "city that never sleeps."

After 20 months of construction, New York-New York is a miniature city in the heart of the Strip. NY's familiar skyline of the Empire

State Building, the Chrysler Building, the Statue of Liberty and the Brooklyn Bridge greet visitors approaching the property.

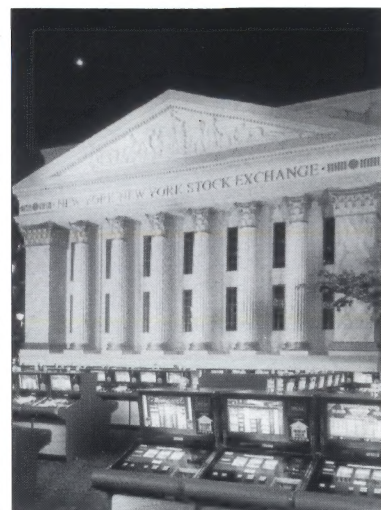
A dozen towers, each over 500 feet high, house New York-New York's 2,035 fancy hotel rooms.

Despite its newness, and the flash associated with the resort's opening, room prices are very competitive, at about US\$89 per night.

The Big Apple theme is carried out up and down the property. A Coney Island replica features a death defying roller coaster, and a Star Wars laser game, letting players experience high tech combat over the City.

If a visitor ever wanted to actually go to New York and never got the chance, this swanky resort is the next best thing. Guests can take a carefree stroll through Central Park to Little Italy and over to Chinatown or Greenwich Village.

The 84,000sq. ft. casino has radioactive gambling. Sparing no expense the property has a round-the-clock, satellite fed race and sports book; high end Baccarat,



Poker, Pai Gow, Keno and Craps. The New York Slot Exchange allows players at any of the resort's 2,400 machines get plenty of credit toward cash and comps.

Unlike other major Strip properties, New York-New York runs none of its food service. Management decided to farm out these activities to signature restaurants.

Every sort of food is available all the time. Il Fornario services upscale diners and has its own bakery; Gallagher's Steak House serves middle-range fare; the 24-hour-a-day American restaurant and Nathan's Hot Dog Stand are well-known easy convenience food vendors that are pure New York.



TIME OUT

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W1120 x D1700 x H2060mm
Weight: 363kg

STANDARD 25" *

W750 x D860 x H102mm
Weight: 159kg

The above specifications may be subject to change.



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Co-Starring:



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I wish I were there." — King Kong

"Two Very Enthusiastic Paws Up." — Spitskol and Eburp

"I laughed, I cried. I ate it up." — T-Rex Reed



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THE ABOVE SPECIFICATIONS MAY BE SUBJECT TO CHANGE

Amusement to Entertainment

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INTERNATIONAL NEWS

NEW THRUGLASS

MICROTOUCH has developed what it describes as: "...a real step forward for secure, highly resilient kiosks" in its ThruGlass touchscreen system, whereby interactive multimedia information can be accessed through the glass front of closed

premises.

A low voltage field projected through window glass allows for detection of changes in the field in glass up to one inch thick. The technology is display independent and can be fitted into the front of any standard 17 ins. or 21 ins. monitor.



CHINESE LANDMARK



THE Landmark Entertainment Group is to design and create a US\$150m themed entertainment project in the Chinese city of Wuhan.

Entertainment Company, made them logical partners.

The complex will comprise a theme park, hotel, retail and live entertainment venues and will, because of the inclement winter temperatures in that part of the world, have large sections enclosed for retail stores and restaurants and an Imax theatre.

Although the city is not huge by Chinese standards, 250m people live within a 500 mile radius and tourism in that area of the country is reported to be growing.

Landmark President Tony Christopher revealed that the company has been approached about projects in China several times in the last few years, but that this project, with the Hubei Yangtse

Around 200 acres of land are available for development on the city's East Lake; initial work has already begun and the expected completion date is within three years.

Landmark, which designed the Jurassic Park ride for Universal Studios, has Saudi Arabia's Prince Alwaleed as a 50 per cent equity shareholder.

"GLAD" TO HELP!

THE Science in Sport exhibit at London's Science Museum welcomed a number of stars when it was launched recently - not least of them two Thomson Venturer \$2 simulators which are programmed with a selection of five sporting rides which will run in the museum until 1999. Pictured with one of the machines is UK TV Gladiator Zodiac, record-holding pole vaulter.



INTERNATIONAL NEWS

ATEI DATES

ATEI is destined to remain at Earls Court in London as its venue for the next six years - and all the dates have been confirmed as the fourth week of January.

The show, widely recognised as one of the most influential in the world, is in effect three shows, with the separate International Casino Exhibition (ICE) and the Parks, Rides and FECs show, all housed under the same roof but with separate identities.

The show will remain a three-day event, fixed to Tuesday, Wednesday and Thursday.

The dates are as follows: 1998, January 27-29; 1999, January 26-28; 2000, January 25-27; 2001, January 23-25; 2002, January 22-24; 2003, January 21-23.

A representative sample of the show's exhibitors were given details of the arrangements at a special meeting held at the exhibition complex

in London. Twenty companies were represented and they heard ATE Chairman Sonia Meaden, Chief Executive Peter Rusbridge and Hugh Scrimgeour, Chairman and Managing Director of Earls Court, outline future arrangements.

The meeting was an opportunity for the board of ATE to discuss future plans for the show and to canvas opinions of a representative sample of customers. Mr. Rusbridge said: "The show stands or falls on its ability to meet the business needs of the exhibitors. Although ATEI has consistently established new records, with the number of buyers visiting London increasing in each of the last six years, there is absolutely no room for complacency. To continue to be successful we must satisfy the business needs of our exhibitors and be sufficiently versatile to reflect the changes which will impact on the world industry as we move into the next century."

NAMCO - WONDERPARK



NAMCO has continued its FEC expansion throughout Europe with the opening of its latest Wonderpark, in Marseilles, France. The venture occupies over 6,000 sq.ft. on the upper level of the city's new Grand Littoral shopping mall in Saint Antoine. The Marseille site, the first French

Wonderpark, consists of a two-lane Bowlingo installation, a video games area, kiddie ride and simulation equipment. Surrounding attractions include a Continente hypermarket, over 30 restaurants and music/fashion retail units. A cinema complex is due to open at the end of the summer.

NEW CABINET

ITALIAN company Elettronolo is enjoying success with its new cabinet specially built for the Midway Touchmaster countertop game, for which Elettronolo has been appointed Italian distributor.

The all-metal cabinet/stand is also being used by other Midway distributors, including Deith Leisure in

the UK, Kunick Group in France, Bally Wulff in Germany, Namusco in Belgium, Amusetec in Spain, and Quabek in Switzerland.

The new stand gives operators the alternative of using the Touchmaster as a stand-alone game instead of a bar-top.



INTERNATIONAL NEWS

NAMCO UNLEASHES GORGON ...

FOLLOWING continued speculation concerning the release of its System 23 hardware, Namco has announced the launch of an interim platform.

The first game on the new system is set for a summer release, although details were unavailable at press time. Namco has been under pressure since last year's JAMMA to launch a hardware system capable of competing with Sega's Model 3 board.

Taito has also announced the first game for release on its latest hardware system. Taito Wolf, Psychic Force 2, a fighting game, is currently under development along with a racing game.

Meanwhile, SNK is expecting a July launch for Samurai Spirits, the first title for its Neo Geo 64 system. The hardware, intended to complement the current Neo Geo, will be able to run both 3D and 2D graphics.

NAMCO - WONDERPARK



AN increasing amount of the amusement rides work by Italian producer I.E. Park is on theming its attractions, reports Managing Director Andrea Munari.

"Our Mini Jets are the latest to be given this treatment, with a Red Indian theme for a UK customer, but there are more and more instances of theming becoming popular with customers."

Like other manufacturers, I.E. Park is responding to a growing appeal from operators for something special. There is a trend, says Mr. Munari, for

manufacturers to build basic rides then theme them according to the operator's specifications.

Dodgem cars, in which I.E. Park specialises through its Soli range, is another idea of theming. The Hot Air Balloon is also being themed and six pieces have been sold in the past six months.

Since the company launched the Proxima bumper car at Rimini in October, it has been the subject of 400 pieces in terms of sales - and it only went on the production line in March.

SONY LATEST TO ENTER LBE FRAY

SONY Retail Entertainment, a division of Sony Corporation of America, is targeting Europe with a brand of new LBE concept.

The company has earmarked the Potsdamerplatz in Berlin, Germany, for a huge \$NZ1.3 billion entertainment complex. The centre, due for completion in the year 2000, will include eight cinemas, a 500-seat 3D IMAX attraction and a 3,000sq.m. 'interactive entertainment' centre.

Other features will include retail outlets, including a Sony store, as well as food and beverage facilities.

The complex, which will also house Sony's new European headquarters, will be closely based on

a 32,515 sq.m. centre currently under development in San Francisco's Bay Area.

The flagship site, described by a Sony spokesperson as "unlike anything in existence anywhere in the world", will also include a 3D IMAX theatre as well as an 'interactive adventure arcade'. It is due to launch in Autumn 1998.

Sony Retail Entertainment is also thought to be looking at extending the concept to the UK. The company is believed to have shown an interest in a number of London locations including the derelict Battersea Power Station site as well as the Kings Cross redevelopment area.

